

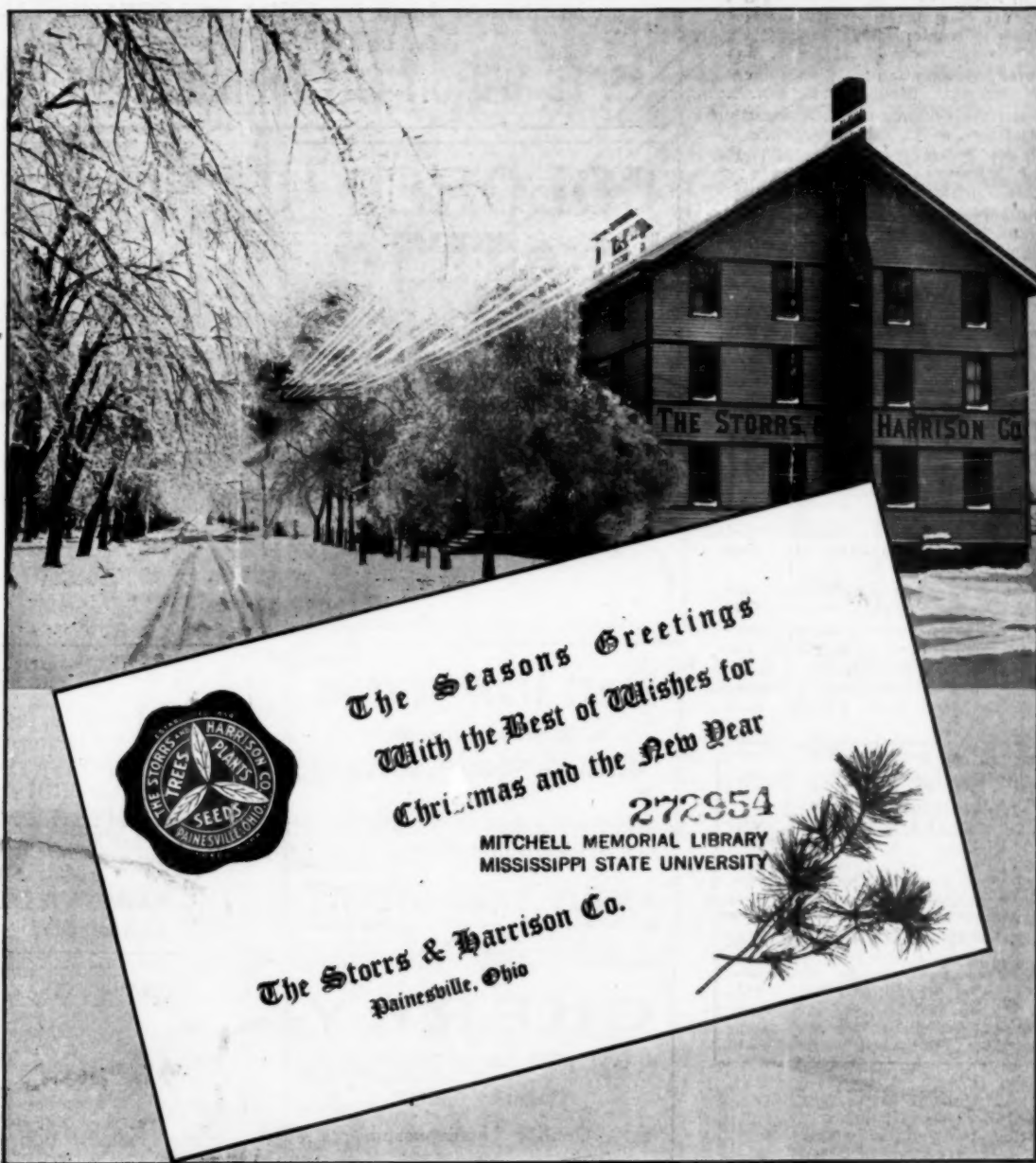
# AMERICAN NURSEYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XXXIX

JANUARY, 1924

No. 1



39 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.

## TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1924 Convention, Atlantic City, N. J., June 25-27.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 401 Phelan Bldg., San Francisco.

Connecticut Nurserymen's Association—R. B. Faxon, secy., New Haven, Ct.

Eastern Canada Nurserymen's Association—E. D. Smith, Winona, Ontario, president.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—J. A. Young, secy., Aurora, Ill. Jan., 1924.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1924, Hort'l. Hall, Boston.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 23, 1924, Kansas City, Mo.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

New England Nurserymen's Association—Donald D. Wyman, sec'y, N. Abington, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Northern Nurserymen's Retail Association—C. H. Andrews, secy., Faribault, Minn.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 7, 1924, Rochester, N. Y.

Ohio Nurserymen's Association—Clarence Siebenthaler, secy., Dayton, O. Jan. 24, 1924, Columbus, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, 1924, Yakima, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Sept. 1924, Dallas, Tex.

Southern Nurserymen's Association—O. W. Fraser, secy., Birmingham, Ala. Sept. 1924, Greensboro, N. C.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Nurserymen's Association—George W. Holsinger, secy., Rosedale, Kan. Jan. 23-24, 1924, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

## Headquarters for Dewberry Plants

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V. R. ALLEN, SEAFORD, DEL.

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Every Landscapeman should use our photos when soliciting landscape orders. Our views are good and are doing fine for many nursery firms. Start now using them.

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*Pachysandra Terminalis*

Exceptionally Good for Ground Cover in very shady places

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## Choice Florists Flower Seeds

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Our seedlings will be late dug and well matured. Safe arrival and satisfaction guaranteed.

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## Berberry Thunbergii Seedlings

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Quality Stock at Quantity Prices

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SHENANDOAH, IOWA

A complete line of general nursery stock for the wholesale trade.

## FRUIT TREE STOCKS

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Car lot or less.

Quantity limited.

Quality Unsurpassed.

Knox Nursery & Orchard Co.

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## IMPORTANT

We will be able to supply and will book you for winter delivery—

ACER POLYMORPHUM  
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True Red Leaved Maple Seed  
at \$9.50 per pound, f. o. b. Chicago

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Ours were gathered in mountainous sections, away from commercial orchards, and are as fine as we have ever seen in our long experience covering a period of over 25 years here and elsewhere; they will run 7000 to 8000 to the bushel of fifty pounds, an unusually large percent of small naturals. Price on request.

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HICKORY, NORTH CAROLINA

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**AMERICAN NURSERYMAN**  
American Nursery Trade Bulletin



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ONE YEAR

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wants.

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APPLE, CHERRY, PEACH, PLUM  
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Forest Tree Seedlings:

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For assorted car, write for prices  
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our growing stock.

SEVERAL MILLION  
LINING OUT STOCK

### Onarga Nursery Company

CULTRA BROS., MGRS.

Onarga, Illinois

## RICE BROTHERS CO.

GENEVA, N. Y.

A General Surplus on  
Fruit Trees, Ornamental Trees,  
Shrubs and Roses

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## CHERRY TREES

Sweets on both mazzard and mahaleb  
stocks, one and two year.

Sours on mahaleb stocks one and two  
year.

Trees grown in a "cherry country"  
where both sours and sweets flourish.

WRITE FOR PRICES

### J. F. JONES, Lancaster, Pa.

## Wathena Nurseries

WATHENA, KANSAS

Offer 2-year APPLE in car lots

### FRUIT TREES

— AND —

### SMALL FRUITS

## Wathena Nurseries

ROBERT N. ADAIR, Prop.

### The Whole Subject of Nursery Trade Publicity

By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th each month. Forms close on the 25th.

BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily.

### American Nurseryman and American Nursery Trade Bulletin

ALL ADVERTISEMENTS ARE RUN IN BOTH PUBLICATIONS  
ABSOLUTELY COVERING THE TRADE

#### FOR THOSE WHO DO NOT ALREADY KNOW

**B**USINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand.

That is an unparalleled record. The proof is in print in the files of this journal, open to all.

THE AMERICAN NURSERYMAN, 30 State Street, ROCHESTER, N. Y.

Advtg. \$2.50 Inch CHIEF EXPONENT OF THE NURSERY TRADE Subn. \$2.00 Year  
American Nurseryman Advts. are included in American Nursery Trade Bulletin Monthly

#### TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora (Illinois) Nurseries.

Subscription: \$2.00 per year. Three Years. \$5.00

AMERICAN FRUITS PUBLISHING CO.

30 State St., ROCHESTER, N. Y.

# WE ARE NOW MAILING

## GRADE COUNT NO. 1

Showing a very complete assortment of Nursery Stock  
FOR IMMEDIATE OR LATER SHIPMENT.

### HAVE YOU RECEIVED YOURS?

If not, please ask for a copy, or several, if you want them.

### DO YOU FIND WHAT YOU WANT?

If not, send us your "Want List" and perhaps we can quote some items that  
that you are anxious to secure.

### WE ARE ALWAYS APPRECIATIVE

of orders sent to us, and try to handle them promptly and in a satisfactory way.

## The SHENANDOAH NURSERIES

A. F. LAKE, Pres.

C. B. LAKE, Vice-Pres.

R. S. LAKE, Sec'y-Treas.

SHENANDOAH, IOWA

## W. T. HOOD & CO.

Old Dominion Nurseries

RICHMOND,

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We want Cut Leaf Birch—advise sizes you can furnish and  
prices.

We offer

Apple, Standard Pear, Peach, Plum, Concord  
Grape one and two year; California Privet  
(one year), Amos River South one  
and two year, Extra fine; Magnolia  
Grandiflora (all sizes).  
Roses (budded).

Send Us Your Want List for Quotation

## LANDSCAPE SALESMEN

We are planning to enlarge our sales organization for the year 1924, and will be glad to get in touch immediately, with any real sales producers—especially those with landscape training and experience. The opportunity is exceptional for men of real sales ability.

Please state age, nationality, training and experience, in full in first letter. Of those qualifying a personal interview will be requested.

SWAIN NELSON & SONS CO.

Landscape Studio, Office and Nursery  
GLENVIEW, ILL.  
(A Suburb of Chicago)

## Best Tree Digger on Earth



Write for Descriptive Circular and Prices

STARK BRO'S  
Nurseries & Orchards Co.  
LOUISIANA, MO.



# AMERICAN NURSERYMAN --- January, 1924

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**Advertising**—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.80 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Single copies of current volume, 20c; of previous volumes, 35c.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

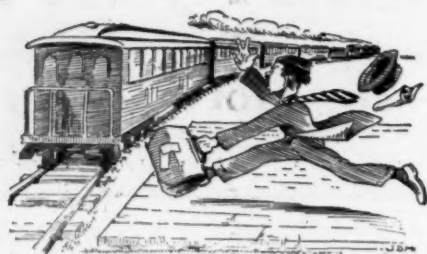
It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## Don't Miss Out On Your Spring Requirements

Now is the time to look over your last year's records and estimate your sales for Spring so you can figure out just what you are going to need. 1924 will be a big planting year. Get your order in **now**. Be sure of **what** you want **when you want it**.

Bulletin No. 2, issued January 12, will give you our complete inventory. Selection at this time will be the best during the year. Foresighted nurserymen will write for a copy of this bulletin TODAY.

### Jackson & Perkins Comp'y

Rosegrowers & Nurserymen  
(Wholesale Only)

Growers of "THE PREFERRED STOCK"  
Newark, New York

## That Catalogue

2

Have you ordered it yet? Why not write us about it? We can still take care of some more for spring use.

The catalogues we have made for Nurserymen are all different, individual, distinctive. Each fits the stock, the nursery and the nurseryman it is made for. Each advertises the firm it must sell for. Each has individuality.

The manager of our horticultural department is a nurseryman of long experience in growing and selling trees. As full co-operation as may be desired, is afforded in developing and expressing the ideas of each client. That means catalogues each different from the others.

Samples of our work will be gladly sent to those interested. If your spring catalogue is not yet contracted, a letter today will put you in touch with a service efficient and complete and without any obligation to you.

3

### THE DUBOIS PRESS

Horticultural Color Printers

Rochester, New York



## RESOLUTIONS

ARE IN ORDER, AND HERE IS  
THE BEST ONE WE KNOW—

### BE ON TIME!

No matter whether a business appointment, the sending of a bill, meeting your wife down town, or purchasing stock for your Spring needs, the aggressive "ON TIME" chap is the winner.

OUR ASSORTMENT IS EXCELLENT NOW, SO

### BE ON TIME!

In Our Growing, Our Grading, and Our Handling of Orders, WE ARE DOING OUR BEST to make our Trade Mark



A SYMBOL OF PERFECTION.  
It's our boss.

WATCH FOR OUR BULLETIN NUMBER FIVE

### C. R. Burr & Company, Inc.

MANCHESTER, CONNECTICUT

General Nurserymen

WE DO NOT SELL AT WHOLESALE TO RETAIL BUYERS

Chief Exponent of the American Nursery Trade

## The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,  
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

Canada and abroad: 50 cents extra per year.

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.



# American Nurseryman

## The Chief Exponent of the American Nursery Trade

### National Journal of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XXXIX

ROCHESTER, N. Y., JANUARY, 1924

No. 1

## TO BROADCAST ILLINOIS NURSERYMEN'S ENTERTAINMENT

Big State Meeting at Hotel LaSalle, Chicago, January 17-18—If Not Practicable To Be There, Listen in at Station MWAQ, 6:30 to 7:30 P. M., January 17th—Business and Pleasure Combined—The Program Herewith—Practical Subjects: Field Production of Nursery Stock and Service—Committees.

At the annual meeting of the Illinois Nurserymen's Association, at the Hotel La Salle, Chicago, January 17-18, 1924, the attention of those present will be centered on:

- I.—Field Production of Nursery Stock.
- II. Service.

The Illinois Association, under the guiding hand of Secretary J. A. Young, produces an annual convention of unusual practical value to Nurserymen. The programs are outstanding examples of what a trade organization convention should be. Like the Western Association of Nurserymen, the pioneer in conventions of this class, the Illinois Association believes in making its annual gatherings so valuable to its members that the latter can ill afford to miss one of them. All the Nursery trade associations of late years have taken a leaf from the policy of the Western Association and have presented programs of a high order. The two associations named have been foremost.

The character of the program really determines the value of a trade convention. It is the policy of the Western Association to present a schedule which encompasses the practical subjects generally in which Nurserymen are especially interested at the time. It is the policy of the Illinois Association to present programs which each year specialize on certain vital practical topics of current trade interest. Last year the Illinois Association centered upon subjects of national scope and the occasion was really a national convention to that extent, the attendance being remarkably representative for a state convention. This year the association concentrates upon field production of Nursery stock and on service, highly important subjects. Following is the program:

January 17th—Thursday, 9:30 A. M.

Invocation.  
Introductions.  
President's Address, A. E. Nelson, Glenview, Ill.  
Report of Officers.

I.—Field Production of Nursery Stock.

A. Harry Cultra, Onarga, Ill.

Subject—"Propagation" Including the sowing of seeds, making, planting, cultivation, digging and storing of cuttings. Also soft wood cuttings and their treatment.

Discussions—F. A. Smith, Glenview, Henry Bock, Naperville.

B. A. H. Hill, Dundee, Ill.

Subject—"Transplanting and Handling." Including cultivating, pruning, spraying, etc.

Discussions—Frank Karl, Glenview, Ill., Victor Mense, Oak Lawn.

AFTERNOON SESSION—2:30 P. M.

C. C. B. Jones, Jerseyville, Ill.

Subject—"Digging, Grading, Storing and Packing of Nursery Stock."

Discussions—H. G. Wirt, Alpha Ill., A. E.



ALVIN E. NELSON, Glenview, Ill.  
President Illinois Association of Nurserymen

Clavey, Highland Park, Ill.

II.—Service.

A. Wm. A. Beaudry, Chicago, Ill.

Subject—"Taking the Order." Landscape Plan, Catalogue or Agents.

Discussions—R. M. Owen, Bloomington, Ill., B. W. Bell, Oak Park, Ill.

January 18th—Friday, 9:30 A. M.

B. Miles Bryant, Princeton, Ill.

Subject—"Filling the Order."

a. Delivering the goods and instructions about planting and care after planting.

b. Supervision or inspection with instructions for care and treatment for the first year.

c. How to keep a customer satisfied.

Discussions—E. Faxton, Glenview, F. J. Littleford, Downers Grove, L. Graves, Farina, Ill.

AFTERNOON SESSION—2:00 P. M.

Report of Standing Committees.

Election of Officers.

Committees

To Co-operate With Florists—George Klenn, Carl Cropp, A. Washburn, Otto Wittbold, L. F. Dintelman.

Banquet—N. E. Averill, Elmer Clavey, George Burrledge, A. E. Gyllenhaal, A. J. Cultra.

Uniform Planting Contract—Victor de St. Aubin, F. J. Littleford, B. Gage, W. A. Beaudry, Rodney Smith, C. W. Marson, Mr. Harvey.

Soil Improvement—Prof. W. S. Brock, Prof. B. S. Pickett, M. Mierisch, Frank Palmgren, A. M. Augustine.

Legislative—A. M. Augustine, C. S.

Wolke, W. E. Galeener, Vern Smith, V. D. Hill, Fred Von Oven.

To Co-operate With Seedsmen—R. B. Howe, A. H. Hill, Leonard Vaughan, Charles Cherry, F. W. Von Oven.

Press—L. L. Kumlien, Herman Bolweg, Frank Palmgren, J. H. Freeman.

Nursery Machinery—H. B. Cultra, Wm. Reed, Henry Bock, Richard Theidel, A. Gyllenhaal, Wm. Gibbs.

Exhibits—W. A. Beaudry, R. M. Owen, Henry Klehm, Lewis Bryant, A. E. Schroeder.

Membership—A. Gyllenhaal, N. E. Averill, L. Graves, J. M. Wise, H. G. Wirt.

Transportation—R. M. Owen, Carl Cropp, R. Leesley, A. H. Hill, Wm. Gibbs, A. J. Cultra.

Through the courtesy of the Chicago Daily News, arrangements have been made to broadcast the entertainment in connection with the annual banquet. As far as is known, this is the first Nurserymen's Convention taking advantage of the radio to spread the message over the land about Nurserymen. Any Nurserymen who are radio fans may listen in at Station MWAQ on the evening of January 17th during the hour of 6:30 and 7:30 o'clock central standard time.

The Illinois meeting is the big Mid-West and mid-season meeting. Nurserymen all like to get in touch with one another during the winter months and here is an opportunity for them to meet in a central location, in an adequate sized hotel, where conditions will be ideal for an interesting meeting and a general good time.

We hope to have an even larger attendance this year than heretofore, and through the means of the radio, we expect that a larger number of Nurserymen will be able to have a part in the meeting than ever before.

Don't forget the date, January 17th and 18th at the Hotel LaSalle, Chicago. All invited. Big Banquet and Get-Together Meeting on Wednesday night at 6:00 o'clock when broadcasting will take place. Ladies invited.

Marshall Chandler and wife, Harriet, were killed December twenty-seventh at Rosedale, Kansas, by a Frisco passenger train at a grade crossing. They were driving to the bedside of Mrs. Chandler's mother. Mr. Chandler was founder of the Chandler Landscape and Floral Company of Kansas City.

A prize of \$100 is offered by Jackson & Perkins Co., Newark, N. Y., for a name for a new dwarf privet.

Widgren & Co., Painesville, O., have increased their acreage by adding eight acres, making a total of twenty.

Magnolia Fig Nurseries, Houston; capital stock \$6,000. Incorporators: J. G. Collin, Esqua Collin, T. G. Markley.

Say you saw it in "American Nurseryman."

# GATHERINGS OF NORTHERN AND WESTERN NURSERYMEN

## THE NORTHERN RETAILERS

Following is the program of the annual convention, Dec. 18-20, of the Northern Retail Nurserymen's Association, at the Ryan Hotel, St. Paul, Minn.:

**TUESDAY, DEC. 18th.**

**9:30 A. M.**

Meeting of Officers and Executive Committee. Luncheon.

**1:30 P. M.**

President's Address, T. A. Torgeson. Costs to be Considered by Nurserymen, E. M. Sherman.

Greater Co-operation with the National Nurserymen's Association, M. R. Cashman. Tree Planting Week in—Minnesota, John Hawkins; Iowa, E. M. Sherman; Wisconsin, A. S. Riley; North Dakota, C. A. Chinberg; South Dakota, H. N. Dybvig.

Horticultural Standards, C. H. Andrews. Committee Appointments.



**T. A. TORGESON**, Estevan, Canada  
President Northern Retail Nurserymen's Association

**WEDNESDAY, DEC. 19th.**

**9:30 A. M.**

Reports of Committees. Packing Nursery Stock, Robert C. Wedge. Arbor Day Roadside Tree Planting, W. G. McKay.

Available Supply of Nursery Stock for Next Year, Mr. Ferguson.

Horticultural Courses for Nursery Workers and Salesmen, C. E. Cary, Division of Horticulture, U. of M. Luncheon.

**1:30 P. M.**

The Training of Disabled Ex-Service Men in Horticulture, J. C. Batten, Chief, Rehabilitation Division.

Co-operative Buying of Nursery Supplies, L. J. Wesley.

Salesmen and Salesmen's Contracts, Thos. E. Cashman.

Fair Play Between Nurseries, C. A. Chinberg.

Stopping the Leaks, D. M. Mitchell.

**EVENING**

Theatre Party.

**THURSDAY, DEC. 20th.**

**9:30 A. M.**

Recruiting a Higher Type of Salesman, V. L. Rushfeldt.

Problems of the Nurseryman—Discussion, R. D. Underwood, S. G. Kinney, W. H. Eddy.

Getting Cash With the Order, T. A. Torgeson.

Organizing a Sales Staff, B. J. Loss.

Mutual Interests of the Horticultural Society and the Nurserymen, E. A. Smith.

Pest Control and Fumigation, Prof. A. G. Ruggles.

Luncheon.

**1:30 P. M.**

Fruit Breeding Farm Notes, Prof. W. H. Alderman, Chief, Div. of Horticulture. Address, W. T. Cox, State Forester. Landscape Gardening in the Nursery Industry, E. C. Hilborn.

Varieties That Should be Discarded; New Varieties to be Pushed, John K. Andrews. Problems in Propagation, Chas. Nordine.

**6:00 P. M.**

**ANNUAL DINNER.**

Secretary-Treasurer's Report, C. H. Andrews.

Unfinished Business.

Thirty members attended the convention. The officers all of whom were re-elected are: T. A. Torgeson, Estevan, Sask., president; L. J. Tucker, Madison, Wis., vice-president; C. H. Andrews, Faribault, Minn., secretary and treasurer; E. M. Sherman, Charles City, Iowa. John Hawkins, Minneapolis, and Charles A. Chinberg, Hankin-on, N. D., members of the executive committee.

## Tennessee Horticulturists

The program of the Tennessee State Horticultural Society, in Nashville, January 30, 1924, 9 a. m., is as follows: Headquarters hotel the Hermitage; meetings in the assembly of hotel.

President's Address. Some of the things that the Horticultural Society has done during the past year, S. N. Varnell, Cleveland, Tenn.

Report of Secretary and Treasurer, Prof. G. M. Bentley, Knoxville, Tenn.

Announcements by the Secretary.

Address—Commissioner of Agriculture, Homer Hancock.

"Tennessee's Conditions—Suggestions Leading to Improvement", J. L. Baskin, Field Agent.

"Selecting Apples for Exhibitions", I. C. Murphy, Columbia, Tenn.

"Demonstration"—Pruning Apple and Peach, Chas. Pennington, Mercer, Tenn.

"Apple Blotch Control", Dr. L. R. Hesler, University of Tennessee, Knoxville, Tenn.

"What Kentucky State Horticultural Society is Doing", Ben Niles, Secretary, Henderson, Kentucky.

"Commercial Orchard Advancement in Alabama", Geo. C. Starcher, Opelika, Ala.

"Relations Which Should Exist Between the Orchardists and the Nurserymen", Orlando Harrison, Berlin, Maryland.

"Marketing Early Apples", Nelson Rue, Franklin, Tenn.

Address by Prof. N. D. Peacock, Horticulturist, University of Tenn., Knoxville, Tenn.

"Strawberries", B. A. Craddock, Humboldt, Tenn.

"Blackberries", R. R. McUmber, Greenfield, Tenn.

"Lucretia Dewberry", E. J. Hoddy, Knoxville, Tenn.

"Insect and Plant Disease Control in the Peach Orchard", W. W. McGill, Field Agent in Horticulture, Lexington, Ky.

"Present Status of Packing and Grading", Dr. K. C. Davis, Peabody College, Nashville, Tenn.

"The Fertilization of the Peach and Apple Trees", H. H. McKay, Horticulturist, State College of Agriculture, Athens, Ga.

"The American Pomological Society", Paul C. Stark, Louisiana, Missouri.

"Crown Gall", J. A. McClintock, Agricultural Experiment Station, Knoxville, Tenn.

"Using Paradichlorobenzene For the Control of the Peach Borer", L. A. Niven, Horticultural Editor of the Progressive Farmer, Memphis, Tenn.

"Co-operative Marketing of Strawberries", C. E. Brehm, Agricultural Experiment Station, Knoxville, Tenn.

"The Essentials of Proper Spraying", J. W. Freeman, Benton Harbor, Mich.

Canadian Nursery firms report a brisk fall business, the wide development of parks in the western provinces calling for much ornamental stock. Prospects for spring trade are excellent.

The California Nursery Company conducts the oldest Nursery in California, dating from 1865.

## WESTERN ASSOCIATION

Following is the program of the annual meeting of the Western Association of Nurserymen, at Hotel Baltimore, Kansas City, Mo., Jan. 23-24, 1924, as announced by Secretary George W. Holsinger:

**Tuesday, Jan. 22nd, 2 P. M.**

Meeting of Retailers.

**Wednesday Morning 9:30, Jan. 23rd, 1923.**

1. Call to Order by the President.
2. Appointment of Doorkeeper.
3. Applications for Membership.
4. Reading of Minutes of Last Meeting.
5. Appointment of Committees.
6. The President's Address.
7. Annual Report of Secretary-Treasurer.
8. Trade Conditions. Three minute talks by members from each state represented.

Adjournment for noon luncheon.



**GEORGE W. HOLSINGER**, Roseale, Kan.  
Secretary Western Association of Nurserymen

**Wednesday Afternoon, 2:00 O'clock.**

9. Possibilities of establishing National Arboretums throughout the country, Robert Pyle, West Grove, Pa.

10. Transportation, Loss and Damage Claims, Collections, and Hail Insurance, Charles Sizemore, Louisiana, Mo.

11. Raspberry diseases prevalent in some of the Eastern States, Prof. L. Hase-man, Columbia, Mo.

12. Recent Investigation of Root-knot and Crown-gall, E. A. Stockdyk, Manhattan, Kans.

13. The use of Evergreens for Landscape Work, E. E. May, Shenandoah, Ia.

Adjournment

Meeting of Kansas Nurserymen at 7:30.

**Thursday Morning, 9:30 O'clock.**

**Executive Session.**

14. Advantages of Horticultural Standards, adopted by the American Association of Nurserymen in June, 1923, John Fraser, Jr., Huntsville, Ala.

Discussion, A. F. Lake, Shenandoah, Ia., and W. S. Griesa, Lawrence, Ka.

15. Discussion of "Cash in Advance on Retail Orders."

16. Landscape Sales through Retail Salesmen, C. G. Marshall, Arlington, Nebr.

17. Bonding of Retail Sales Agents, T. R. Peyton, Boonville, Mo.

18. Credits among Nurserymen. Regular trade terms and who is entitled to credit.

A. F. Lake, Shenandoah, Ia.

Discussion, John Fraser, Jr., Huntsville, Ala., and A. E. Willis, Ottawa, Kan.

Adjournment.

**Thursday Afternoon—2 O'clock.**

19. Election of Officers.

20. Report of the Committee Meeting

(Continued on page 14)



## Crop and Market Conditions

### Their Seventy-fifth Year

Springfield, Mass., Dec. 14—The demand for Nursery stock at wholesale and retail is very good—ornamentals especially, and a shortage of medium sized evergreens. Fruits are about as usual, with a strong demand for some popular varieties of apples. Owing to extensive building operations the past summer, the retail demand is much better than for some years past.

Next year we start on our seventy-fifth year in the Nursery business and plan to issue a more elaborate descriptive catalog.

We have added new buildings, including a garage, work room, box shop, and greenhouse. The latter is to be heated with a large sectional boiler and oil burner. We have also added a new boiler to heat our storage and work room. This will enable us to work at grading and packing all winter. On a new farm, purchased early this year and located about a mile from our present location, we expect to plant about fifteen acres to young stock.

We have had many Nurserymen from all over the country visit our Nurseries this season.

The season has been very dry generally. However, we have had frequent rains in our locality and have not suffered from the drought.

J. W. ADAMS NURSERY CO.

### Two Handicaps

Blackwell, Okla., Dec. 12—The Nursery business this fall has been up to normal, stock in all lines being plentiful as usual.

We feel that the Nursery business is up against two handicaps. One is transportation rates; the other is Nurserymen who employ agents.

The day is past for the windjamming tree agent to tramp over the country, with highly painted pictures, picturing an unlimited supply of fabrications.

There is another class of birds who infest the cities and towns, calling themselves landscape architects, who have only discovered two plants in the vegetable kingdom; one is Van Houttei spirea, the other, Calia privet.

R. R. Harris of the Mount Arbor Nurseries, and Joe McCarty of Willis Nurseries, called on us last week; they are two worthy gentlemen, and report business as usual.

We feel that if the public is treated squarely the day for planting and ornamenting has just begun.

J. WILLIS TETIRICK.

### Sixty New Illinois Nurserymen

Rosamond, Ill., Dec. 15—The supply of stock is low.

Lining-out stock is in heavy demand.

Strong growth of local Nurserymen (?) in Illinois in the past year; over 60 new ones.

THE ROSAMOND NURSERIES.

Jno. S. Kerr Nursery Co., Sherman, Tex., reports brisk demand for ornamental stock.

George D. Aiken, Putney, Vt., says stock of evergreens, deciduous trees and flowering shrubs is short, but that fruit trees are plentiful. There is prospect of increased plantings in the spring.

Bryant's Nurseries, Princeton, Ill., report a big business during the fall season and wonderful weather for the work. The outlook for spring is good.

Troy, Ohio, Dec. 17—Wholesale trade fair to good. Have been busy, but nothing to brag about. Retail here in valley not as good as we expected.

Heavy grades of many kinds of ornamentals are nearly exhausted now, especially evergreens.

We believe the demand for spring will be normal or better. If so, it will clean up all the salable stock in the country, which will be satisfactory.

The Farmers Nursery Co.,  
T. J. Dinsmore.

### Greatest Demand in Fifty Years

Marengo, Ill., Dec. 10—In an experience of fifty years there has never been such a demand for Nursery stock as at present time; and very likely to continue for some time as there is a shortage in many lines now.

But good judgment is required as to plantings for the market after a few years.

The American Nurseryman, a very good guide to the trade.

C. W. PRESCOTT.

### New Fireproof Storage

Fairbault, Minn., Dec. 15—Retail sales generally seem to be better than a year ago.

Supply of stock appears to be adequate except in a few items.

We are building a brick and tile fireproof addition to present tree storage. This will be 50 x 28 feet, two stories. Ground floor will be used for storage and grafting room; second floor for office.

Weather favorable for completing fall work. Moisture is badly needed as soil has not had a good soaking for three years.

ANDREWS NURSERY COMPANY.  
C. H. Andrews.

### Nursery Enterprise In Florida

C. M. Griffing & Co., Interstate Nurseries, Jacksonville, Fla., has just closed a deal with J. A. Mahood Co., real estate dealer, Glen Saint Mary, Fla., for ten acres with a frontage of a mile and a half, at the new \$50,000 concrete bridge over the St. Mary river, on the national highway between Macclenny and Glen Saint Mary. Palms and shrubbery will be planted after considerable grading of the property and the whole turned into a park with bath houses, for the use of the public.

The Nursery Company is also planning to erect a modern packing house with cold storage facilities for Nursery products and for storing meats for the farmers; also office building at Glen St. Mary station, where handsome display and sales grounds will be maintained, making altogether a beauty spot on the highway.

The extensive Nursery industry in Baker county is one of the greatest object lessons in the South and of inestimable benefit to new settlers. The new national highway is giving thousands of people an opportunity to visit the big Nurseries at Glen St. Mary and Macclenny and large commercial and test orchards. Just a pleasure ride from Jacksonville and points in North and West Florida.

J. B. Pilkington, Portland, Ore., says both retail and wholesale trade is excellent. Demand for ornamentals is unusually heavy.

### Bryant Nursery Loss

The Bryant Nursery Company, Princeton, Ill., suffered a serious loss on Dec. 4th when the office building was completely destroyed by fire caused by spontaneous combustion in the coal in the cellar. While the building was insured, the loss of files, mailing lists and other valuable papers is keenly felt.

Several attempts to save this property failed due to the smoke and intense heat. The distance to the Nursery from the nearest fire plug was too great to reach it with the supply of hose carried by the Princeton fire department and the firemen had only the chemical tanks with which to combat the flames. For a time the blaze was under subjection and confined to the basement but when the chemical supply ran short the flames burst through the floors and with a stiff wind blowing from the northeast quickly swept through the building. There were two tons of wrapping paper and office supplies in the upper floor of the office and this added fuel to the fire.

Had the wind been in another direction it is probable that every building on the place would have been destroyed. The dwelling occupied by Louis Bryant stands less than 50 feet to the north of the office building. The wind carried the flames and sparks away from the dwelling. Fire brands were carried a distance of a quarter of a mile by the wind. A straw stack in the field south of the barn was ignited by the sparks but the blaze was stamped out by firemen.

Guy A. Bryant, head of the firm, said that the building was erected by his father, Arthur Bryant in 1884 and was built of oak timbers hewn from the forest on the farm now occupied by Lester H. Bryant. The whole building was burned to the ground, leaving standing only the foundation, the brick chimney and the fire-proof vault in which the valuable records are kept.

### Experimenting In Florida

The Florida Experiment Station at Gainesville, is attempting to determine what varieties of grapes are best suited to Florida conditions of soil and climate, testing out numerous varieties imported from various sources.

It has been pointed out that much could be done in investigating stocks for the persimmon and Satsuma, in studying the cultural conditions of the blueberry, and in attempting to breed the strawberry to produce a better flavored fruit. Much should be done along these lines with other fruits.

There are 70 varieties of pecans grown in this country and a large number in Florida. Much should be done by way of determining which of these are best for local conditions.

The fig could be of much greater commercial importance in Florida, were it not attacked by the root-knot nematode. Some day, it is predicted, investigators will find a fig stock that will be resistant to this pest. This obstacle removed, it is believed the fig will rank with the orange, grapefruit, grape and pecan in point of popularity and commercial importance.

Texas Nurseries—Report of the Nursery division of the Texas Dept. of Agr., shows that there are 320 Nurseries, 359 floral gardens, 142 dealers, 102 berry plant Nurseries, 22 vineyards and 223 out-of-state Nurseries doing business in Texas at this time. During the last fiscal year Nursery inspection fees amounted to more than \$5200.

J. H. Skinner & Co., Topeka, Kan., has bought the mailing list, office furniture, etc., of F. W. Watson, Topeka.

# NURSERY STOCK ABSOLUTELY GUARANTEED TO THE PLANTER

**Surety Bond from the Hartford Accident and Indemnity Company, Running for Four Years Warranting Stock True To Name Under Penalty of Refund of Ten Times the Purchase Price Goes Upon Request With Every Sale of Nursery Stock by the Kirkman Nurseries Amounting to \$100 or More.**

From American Nursery Trade Bulletin

**J**UST what is outlined in the above heading constitutes the unique offer now made by the Kirkman Nurseries, Fresno, Cal.

The guaranty accompanies the invoice for Nursery stock and runs for a period of four years, within which time claims for damages on account of untruthfulness to name shall be made. The orchardists' only responsibility to assure his enjoyment of the benefits of the warranty is to send to the Nursery registered notice on completion of planting described, the location of the different varieties planted. He agrees to locate such plantings on the ground should the Nurseryman so request. In the event that any trees delivered prove to be untrue to name, the orchardist agrees to send written notice to the Nursery.

The Kirkman Nurseries, sponsor for this novel plan, has entered into an agreement with the Hartford Accident and Indemnity Company for the issuance of these guaranties. Unlike the customary form of insurance policy the document is a brief recital comprising a single sheet. The bond carries the signature of the Nursery principal, W. T. Kirkman, Jr., and the signed guaranty of the indemnity company.

The sponsors believe it will substantially stimulate orchard planting, and thus prove beneficial to the development of California, for horticulture, it is pointed out, has done much to multiply land values as returns from orchards justify such increases.

W. T. Kirkman, Jr., president of the Nursery organization founded by his father thirty-five years ago, regards the guaranty plan as a logical step made possible as a result of the pioneer work of the Nurserymen's Bud Selection Association of California, the organization of which was inspired by him.

"The pomological work of the Nurserymen's Bud Selection Association," says Mr. Kirkman, "has been progressing for the past four years. It has reached a point where members can proceed with a new confidence as to the quality and uniformity of Nursery stock. We, ourselves, are now so certain of this superior production and of our ability to do Nursery propagation safely that we conceived the idea of issuing a guaranty supported by a surety bond issued by a nationally recognized indemnity company to hold orchardists harmless against untruthfulness to name of the stock they buy.

"California needs to be settled in small orchard holdings in family units of from 25 to 40 acres planted to the proper succession of varieties to avoid peak of labor in harvesting, and this plan should stimulate such plantings. Years of study and observation have convinced me that no phase of the state's destined development holds more promise than does that of its horticulture."

Here's the way the announcement is made to the public:

There's a Kirkman Nursery plant near you. Blocks of our trees are being propagated in nearly every important fruit producing county in interior California. Our local superintendents are ready to serve you.

Heavy guaranties of genuineness backed by a surety bond to each customer on application. Main office at Fresno, Calif.

**No Remedy for Nursery Company**  
Pittsburgh, Nov. 17—Judge John A. Evans, in Common Pleas Court today, decided the Duquesne Light Company is not responsible for damages to the Elliott Nursery Company because smoke and dust from the light company's electric generating plant destroyed valuable vegetation on the Elliott farms. Judge Evans pointed out that the deposit of cinders, soot and ashes resulting from the burning of bituminous coal sufficient to interfere with the growth of vegetation, is a common condition in the Pittsburgh industrial district.

## OFFICIAL CATALOGUE STANDARDIZED PLANT NAMES

Compiled By  
**American Joint Committee on  
Horticultural Nomenclature**

J. Horace McFarland, Chairman  
Harlan P. Kelsey, Secretary

### The Standard Authority

For all dealings and writing on Plants in the United States; giving correct scientific and common names, for quick reference. Fourteen influential organizations co-operated. Mechanical cost alone nearly \$10,000.

**Invaluable to the Nurseryman**

Cloth bound, \$5.00 Flexible, \$6.50

**AMERICAN FRUITS PUB'G CO., Inc.,**  
P. O. Box 124, Rochester, N. Y.

### A Big California Industry

The San Francisco Chamber of Commerce recognizes the Nursery industry as one of the big businesses of California. In its official bulletin for November it publishes an article by President George C. Roeding of the California Nursery Co., on Nursery products as wealth builders. Mr. Roeding traces the history of the business from 1848 to date. He says:

"With the decline in fruit tree growing certain epochal events transpired greatly to stimulate the commercial ornamental plant business in California. The first was the enactment by Congress in 1912 of a Federal plant quarantine law as protection against the introduction of foreign insect pests and plant diseases, which levy an annual toll on American agriculture of two billions of dollars.

"During the first few years of its operation it admitted foreign plant products under certification at points of origin. Experience proving that this method was ineffective, the United States Department of Agriculture made a ruling absolutely quarantining foreign plant products (with here and there an exception) under specific rules and regulations.

Naturally this shut off all European sup-

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plies, aggregating millions of dollars in value. During this same period the European war intervened, when all trans-Atlantic and trans-Pacific business, other than that of a military nature, was practically out of commission.

"But this was not all. In many cases the commercial plant business in France and Belgium was ruined by the devastation of military operations, and in other cases allowed to decline for want of man power for its operation and markets for the disposition of its products. This naturally threw this country on its own resources for necessary supplies of Nursery and florist products. Here certainly was an opportunity opened for California.

"It is not generally known outside of the industry that many of the plants heretofore imported in great quantities from Europe can be grown with equal success in California, a fact to which commercial bodies should be keenly alive, because it means the creation of new industries and new lines of activities. There is no reason why we should not, and every reason why we should, secure the American markets for the varied ornamental plant products heretofore imported from Europe for our California growers. Obviously to do so implies the production of the particular varieties that are in demand.

"In certain directions splendid beginnings have been made. In the matter of roses the number produced in what is known as the San Jose district will be about four million plants for Eastern export; Southern California will turn out a million and a half more. In the matter of bulbous plants, in Santa Cruz and Monterey counties there is already a considerable production, carload shipments being common occurrence. Palms, principally Kentias, are being grown by the million in Southern California, where the climate permits of their culture without artificial heat, and also boxwoods, Araucarias, Ericas (heather), and other florists' supplies.

"At Eureka azaleas, rhododendrons, tuberous rooted begonias, gloxinias and other plant products are being grown for the wholesale trade.

"Indeed, if properly encouraged, it is the judgment of those conversant with the situation that in a comparatively few years the gross annual turnover for garden and field seeds, ornamental Nursery plant products and florists' stocks will aggregate over fifty millions of dollars annually.

"In the Federal census of 1910 California occupied second place in the volume and value of commercial Nursery plant products, New York occupying first place and Texas third. In the last Federal census we advanced to first place, with a total output of approximately three million dollars' worth

George Day, landscape architect, aged 63, died at his home in Columbus, O., Oct. 28th.

The Pfund Nursery, Elmhurst and Oak Park, Ill., has a contract for planting 3150 elm trees in a subdivision in Western Springs and Hinsdale.

The Holmes Seed & Nursery Co., Harrisburg, Pa., has filed a voluntary petition in bankruptcy.





WE ARE HEADQUARTERS FOR LINING OUT STOCK

# HILL'S EVERGREENS

## Hill's Choice Evergreens for Lining Out

We offer a complete assortment of choice conifers for lining out, medium and small sizes that pack up lightly for economical and fast express delivery. Space on this page only allows us to show one or two sizes of each variety, but in most cases other grades are available if desired. Complete price list showing evergreens for lining out, specimen evergreens, deciduous lining out stock, transplanted shrubs, roses, etc., is now ready and will gladly be mailed to any Nurseryman. We will be glad to reserve now for delivery whenever desired. Your patronage will be appreciated and we will do our best to please you. Grading of Deciduous Trees and Shrubs is now completed. Send in your list for quotation.

Variety	Inch	100	1000
Abies Balsamifera (Balsam Fir).....	x 2-4	\$ 7.00	\$60.00
Abies Brachyphylla (Nikko Fir).....	x 4-6	15.00	
Abies Concolor (Concolor Fir).....	x 4-6	5.50	45.00
Abies Concolor (Concolor Fir).....	x 6-8	25.00	
Abies Douglasii (Douglas Fir).....	x 4-6	5.00	40.00
Abies Douglasii (Douglas Fir).....	x 6-8	12.00	110.00
Abies Douglasii (Douglas Fir) B&B.....	xx 10-12	30.00	
Abies Douglasii (Douglas Fir) B&B.....	xx 12-18	75.00	
Abies Tsuga Canadensis B&B.....	xx 12-18	50.00	
Abies Veitchii (Veitch's Fir).....	x 4-6	10.00	
Biota Orientalis (Chinese Arbor Vitae).....	x 4-6	2.00	12.00
Biota Orien. Aurea Nana (Berckman's).....	x 6-8	16.50	150.00
Biota Orientalis Compacta.....	x 6-8	15.00	140.00
Biota Orientalis Pyramidalis.....	x 6-8	15.00	140.00
Cedrus Deodara (Himalayan Cedar).....	x 3-4	7.50	65.00
Cryptomeria Japonica (Japanese Cedar).....	x 2-4	3.50	25.00
Cupressus Lawsoniana.....	x 4-6	5.50	45.00
Cupressus Semp. Pyramidalis.....	x 8-10	16.00	
Ginkgo Biloba (Maiden Hair Tree).....	x 8-10	3.50	25.00
Juniperus Canadensis.....	x 6-8	7.50	65.00
Juniperus Canadensis.....	xx 12-18	140.00	
Juniperus Chin. Pfitzeriana.....	x 6-8	27.50	
Juniperus Virginiana (Red Cedar).....	xx 18-24	22.50	200.00
Larix Europaea (European Larch).....	x 8-10	2.50	15.00
Pachysandra Terminalis.....	x 6-8	8.00	70.00
Picea Alba (White Spruce).....	x 4-6	4.50	35.00
Picea Canadensis (Black Hill Spruce).....	x 4-6	6.00	50.00
Picea Excelsa (Norway Spruce).....	x 4-6	2.25	12.00
Picea Excelsa (Norway Spruce).....	xx 10-12	10.00	90.00
Picea Excelsa (Norway Spruce).....	xx 12-18	13.00	120.00
Picea Excelsa (Norway Spruce) B&B.....	xx 12-18	35.00	
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## AMERICAN NURSERYMAN

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Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., January, 1924

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

### IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

### Experts to Advise Planters

Geneva, N. Y., Dec. 13—With fruit growers of the state arranging for their spring planting of new trees, expert advice on the selection of varieties has been volunteered by horticulturists at the New York State Agricultural Experiment Station.

Most of the hardy varieties offered for sale by American Nurserymen and many sorts from foreign countries have been grown or are now being tested at the station grounds. From the results of these tests and with their knowledge of fruit growing in this and neighboring states, the specialists are able to deal with any variety brought to their attention.

### A PLEA FOR A BROADER VIEW

There is a mistaken notion that big national and international subjects affecting the country's welfare are not appropriate for discussion where politics is tabooed. Trouble with this argument is that the subject, big in itself and fraught with tremendous importance to national welfare, becomes involved in political manipulation to the point where the significance of the subject itself—what it means to the country entirely apart from what it means to selfish individuals—is lost sight of and is ignored by those who detest political discussion of a certain kind.

Something of that kind characterized the case of Quarantine 37.

There is another subject which was thought important enough to business interests to make it the chief matter for consideration at the largest gathering of wool manufacturers ever assembled.

Right here we rise to ask whether the production of Nursery stock is a business or whether it is something else. We ask this question because there have been repeated instances in the last thirty years in which men who have been successful, individually or collectively, in the Nursery Business have seemed to regard an aggregate of such businesses represented in convention of a national trade organization as something other than Business.

We suppose the answer to the question asked is that the production of Nursery stock on a commercial scale is a business at least when an association of Nurserymen of national scope is not in convention. If that is true, may not a question of general business welfare quite likely be of interest not only to wool manufacturers but also to shoe manufacturers, steel manufacturers, potato, cabbage and milk manufacturers and tree and shrub manufacturers?

If it be possible for readers of a business journal to forget for the moment what individual's foot may be stepped upon and to consider a matter in its broad application to the business welfare of the entire country regardless of any particular trade—and later to consider that same matter in its possible effect upon the particular trade in which the reader is interested, regardless of any individual in that trade—then listen:

Strange as it may seem to members of the American Association of Nurserymen, the Association of American Wool Manufacturers in seventeenth annual convention at the Waldorf in New York City on the night of December 6, 1923, asked United States Senator George H. Moses of New Hampshire to address it on a subject which at first thought might seem to have no relation to any phase of the manufacture of wool, nor to any other business activity. Yet 600 Business Men under an arrangement by which Senator Moses was the only speaker at their annual gathering cheered this speaker and thereby thanked him for what he had done for them as Business men.

What Senator Moses talked about on this occasion ought, by all the laws of averages, to have been as important (as the selection of him as the only speaker indicated and as acceptable as the cheers evinced) to an annual gathering of Business Men of any trade. We were going to insert "progressive" before "Business Men" in that last sentence, but will let it stand as first written.

Senator Moses said to this gathering of American business men:

There is pending before the Senate now a proposal to bring about American membership in a so-called world court, which has

been created by, is subsidiary to, is paid by, has an advisory capacity to and is essentially a part of the League of Nations—the latter an organization which has three times been rejected by the United States, twice by Constitutional action of a representative body, namely, the Senate, and once in a great and solemn referendum which took the question direct to the people.

This League Court represents the passion for machinery which has of late so inexorably seized the mind of man. It possesses no functions which are not already possessed by another organization with like purposes. It has no jurisdiction beyond that which already exists in another body and it is differentiated from an already established tribunal only by the fact that its personnel is continuous and that it meets, at stated intervals. It is mere duplication and surplusage—both in purpose and in scope; and it holds out no new hope, lays hold upon no new sanctions and points to no new pathway for peace.

But from my point of view I look beyond the proposed league court and see another tribunal, in the creation of which the United States had no small part and to the strengthening of which the United States later made the greatest contributory suggestion, a suggestion which was rendered nugatory only because other nations were not then either sufficiently enlightened or sufficiently chastened to meet our advanced opinion. The Hague Tribunal, of which I am speaking, has a long and honored record. Once, at least, we invoked its functions in behalf of a weak Latin-American State which was menaced by an arrogant empire overseas. And within the last year we have gone to it with an irritating and troublesome controversy, the conclusion of which, though, as it seemed to us, unnecessarily severe upon us, was nevertheless accepted and carried out by Congressional action.

That which we did in the German-Venezuelan controversy twenty years ago, that which we have done within the last few months in a controversy arising between the United States and Norway, can be multiplied many times if we search the records of the Hague Tribunal.

Therefore, if it is really incumbent upon us to do anything, if our duty really is what salaried or sentimental propagandists say, if the strong word "Must" shouted from abroad and unthinkingly echoed here, has entered at last into our concept of action, why should we not turn to the Hague Tribunal, give it to a high division, with permanency of personnel, with reassuring character and with regularity of session—a high division of a tribunal already existing, to which the nations of the earth may repair—and thus make the beginning at least of that era so prayerfully sought, but alas, apparently so far distant, when law and not war shall rule the relations of all peoples?

We are daily assured by those who wish to profit by our power and our authority that we possess the moral leadership of the world. If so, why not assert it—in better phase, why not reassert it—by turning again to the Hague Tribunal, a living body, which needs only to be nurtured to become what we once sought to make it? Why should we turn our back upon a child of our own creation in order to fondle the rag dolls of foreign diplomacy?

The occasion of the wool manufacturers' annual meeting and its principal feature are touched upon in these columns for two reasons.

First—We believe Senator Moses argument is a sound one; that if, as he says, participation by America in a world court must be effected, his proposition is to be preferred. Our preference would be to keep America clear of all foreign entanglements.

It is just this independence that gives this country its tremendous influence in world affairs and makes its aid so powerful when needed.

The "American Line" of horticultural trade publications is produced with a spirit of intense Americanism and with profound regard for the privilege which enables it to use its titles, impelling a rigid consideration



and a premier position for all things American.

Second—In our opinion the American Nursery trade would profit materially by entertaining a broader view. Some of the subjects of which the one we have cited is an example might well be included in the deliberations of Nursery trade organizations, in that they materially affect American business conditions. Shall we let the wool trade benefit by the broader view while we ignore it?

#### WHAT NURSERYMEN MIGHT DO

So directly are Nurserymen dependent upon the farmers' prosperity, especially in the Middle and Western states, that in our opinion Nurserymen may well study conditions and seize opportunities for lending their influence directly to secure legislation to improve agricultural conditions. President Coolidge has pointed the way.

Among the paragraphs of particular interest to American farmers in President Coolidge's message to Congress, were those regarding the reduction of freight rates, balancing production, securing an export market, the further negotiations on Muscle Shoals, control of national resources and the restriction of immigration.

In regard to agriculture, President Coolidge said:

"Indirectly the farmer must be relieved by a reduction of national and local taxation. He must be assisted by the reorganization of the freight-rate structure which could reduce charges on his production. To make this fully effective there ought to be railroad consolidations. Cheaper fertilizers must be provided.

"No complicated scheme of relief, no plan for Government fixing of prices, no resort to the public Treasury will be of any permanent value in establishing agriculture. Simple and direct methods put into operation by the farmer himself are the only real sources for restoration.

"He must have organization. His customer with whom he exchanges products of the farm for those of industry is organized, labor is organized, business is organized, and there is no way for agriculture to meet this unless it, too, is organized. The acreage of wheat is too large. Unless we can meet the world market at a profit, we must stop raising for export. Organization would help to reduce acreage. Systems of co-operative marketing created by the farmers themselves, supervised by competent management, without doubt would be of assistance, but they cannot wholly solve the problem. Our agricultural schools ought to have thorough courses in the theory of organization and co-operative marketing.

"Diversification is necessary. Those far-

mers who raise their living on their land are not greatly in distress. Such loans as are wisely needed to assist buying stock and other materials to start in this direction should be financed through a Government agency as a temporary and emergency expedient."

This subject ought to have attention in Nursery trade organizations. It is one of several matters of business that link up with legislation along aggressive lines. The American Association of Nurserymen too long has missed its opportunity to use its organized trade representation and let its voice be heard in legislative halls in other than a defensive attitude. Succeeding administrations will supply this deficiency.

Meantime, failing in this, individuals in the trade—and perhaps district associations—might do much by consulting with Congress and urging needs.

#### PACIFIC NORTHWEST NEEDS

Trade and class organization is undoubtedly an effective method for promoting business; but co-operative marketing is still to be perfected.

It has generally been supposed, we believe, that the apple growers of the Pacific Northwest had solved the problems of co-operative marketing, for, certainly, the extent to which boxed apples in most attractive form have seemed to crowd out apples locally grown, in the markets in the East, has been widely noted and commented upon.

That conditions are not all they have seemed is disclosed in a statement just issued by the Washington State Chamber of Commerce, Seattle.

The apple marketing situation in Washington, Oregon and Idaho will be reviewed, says the statement, and an attempt made to form some kind of a co-operative marketing organization which will make possible the orderly marketing of the crop, at a meeting called by the Washington State Chamber of Commerce to be held in Yakima January 16th and 17th.

"Many attempts have been made at one time or another to solve the problem of marketing the apples of the Northwest, but so far without success. It is felt by the men in charge of organizing the meeting that the principal trouble has been that the attempts have not been sufficiently inclusive in their scope as concerning first, the territory covered, and second, the principals included.

"At this meeting men and organizations interested in the production and marketing of apples will be brought together. At present in the Northwest there is no apple marketing organization handling any one

territory. There are many independent marketing organizations and many co-operative units handling the crop from some restricted district. But even these co-operatives do not always handle all the apples from their district and there is much competitive buying with the result of setting a false price which will not stand up during the season.

"The same trouble has come in selling. Marketing organizations have had no way of comparing offers, and eastern and foreign buyers have broken the price by matching one seller against another. Another result has been that shippers have sent too large quantities into certain markets, flooding them and breaking the price.

"These are some of the difficulties which the meeting will attempt to iron out. The producer, the packer, the buyer and the banker will be brought together around a common table and an attempt will be made to get them together on a constructive program, equitable to all, to the end that the producer may get a profit on his apple crop."

#### AGRICULTURAL APPROPRIATIONS

In the budget for the U. S. Department of Agriculture, in Congress, tentative provision is made for: \$3,600,981 for the Bureau of Plant Industry, the free seed distribution being cut out; investigations in behalf of orchard and other fruits, \$114,200; investigations in re diseases of forest trees, ornamental trees and shrubs, chestnut tree blight, white pine blister rust, etc., \$84,335; investigations of plant propagating methods to produce desirable domestic stocks, \$19,660; foreign seed and plant introduction, \$129,760; control and eradication of gypsy moth and brown-tail moth, \$532,000; control of corn borer, \$216,350; for quarantine 37 enforcement, \$302,660. The total appropriation for the Department is \$15,000,000 less than that of last year, according to this estimate.

In line with the idea embodied in the slogan of the Tree Lovers Association of America, "Plan to Plant Another Tree," the U. S. Department of Agriculture has issued a farmers' bulletin, No. 1325, dealing with ways of homes, churches, school houses, etc., beautified by landscaping.

In the review of the book, "The Cultivated Evergreens," in the December *American Nurseryman*, an error in proof-reading caused the well-known name of Josiah Hoopes to appear as Joseph Hooper.

While there was an increase in value of the New York State crop production last year over that of 1922, the volume of production was about the same. Apples were only two-thirds of the previous year's crop, and peaches and pears were half or less.

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## LITERATURE

**Standardized Plant Names.** A Catalogue of Approved Scientific and Common Names of Plants in American Commerce. Prepared by Frederick Law Olmsted, Frederick V. Coville and Harlan P. Kelsey. Published by the American Joint Committee on Horticultural Nomenclature. Cloth, pp. 548, small 8vo. Standard edition \$5.00 postpaid; thin paper flexibly bound edition \$6.50 postpaid. Rochester, N. Y.: AMERICAN FRUITS PUBG. CO.

This is the book, briefly announced in the last issue of this journal, for the appearance of which Secretary Harlan P. Kelsey, of the joint committee, has been preparing the Nurserymen of the country for several years in annual reports concerning the progress of its production. Full information regarding the plan and the working out of the immense amount of detail, even to submission of proof sheets, has been before the Nurserymen throughout the preparation. On the part of those who could appreciate the importance of the work, great interest has been taken and the completion has been eagerly awaited. And now that all are permitted to possess the accomplished task, the appreciation of what has been done must be universal.

In view of all that has been said on the subject at annual conventions of Nurserymen and through the trade press ad interim, it would seem unnecessary at this time to give reasons for undertaking so extensive a work. For the information of those who have not sensed the importance of the matter, it may be stated that "the confusion of names in the horticultural plant world has become so great as to clog popular plant knowledge and actually to limit to no small degree the use of certain trees, shrubs and flowers in our American plantings. The subsequent loss to the tradesman and planter is obvious." The common Virginia creeper, for example, was catalogued in 1916 under six Latin binomials and eight common names. "It is often impossible (by reason of confused and contradictory lists of plant names in American and foreign catalogues) for the buyer to know whether he will get what he has in mind when placing an order." The common name "lily" has heretofore been applied, usually with a qualifying adjective, to 31 genera. This use has obviously been on account of the resemblance of the subjects to the lily. Many of these lily combinations are so well fixed in common usage as to command recognition rather than change, but, to afford distinction from the genus Lily, the committee has applied its rule of consolidating the compounds where a different suitable name could not be applied. As for example: Amazonlily, not Amazon Lily; Daylily, not Day Lily. Whenever a common name properly belonging to one genus is used as a name for a plant of some other genus (unless rarely where very closely related) it is to be used only as part of a compound name, written either with a hyphen or solid. Thus: Apple (Malus), Pineapple, Pond-apple, Star-apple; not Pine Apple, Pond Apple. In plant groups with a large and rapidly increasing number of purely horticultural varieties the chaos of name duplication is especially prevalent. The committee prefers the practice of calling horticultural hybrids and other horticultural varieties by distinctive non-Latinized names—like American Beauty Rose or Baldwin Apple. Capital initials and double "i" endings are condemned, as is also the

use of the possessive in adjective names. One standard common name for each plant, as adopted by the committee, will do much to reduce existing confusion.

Readers opening the book at random, at first sight, may be inclined to think that undue prominence has been given to an individual familiarly called "Cy", who seems to be cited, perhaps as a noted botanist, upon every page of the alphabetical list. It is explained that this is an abbreviation of Bailey's Standard Cyclopedia of Horticulture which has been adopted by the committee as the general basis for the scientific names.

What has been said here is sufficient to indicate the painstaking nature of the producers' work. Many Nurserymen of considerable experience have long realized the desirability of a standardized method for indicating plants. The task until now has seemed too great, largely on account established custom with regard to the great number of names which have cropped up at



HARLAN P. KELSEY, Salem, Mass.  
Secretary Joint Committee Horticultural Nomenclature

the instance of the individual without regard to increasing confusion. A great advance was made when leaders in the various components of the horticultural field agreed to co-operate. This meant hearty indorsement of the work by the six associations represented, the American Association of Nurserymen heading the list. The other five are the national organizations of ornamental growers, park executives, landscape architects, pharmacists and florists.

The American Joint Committee adopts as standard, by authority of its constituent organizations, the scientific and common names as published in the 1923 edition of Standardized Plant Names for a period of not less than five years. At the expiration of that period or somewhat later there may be another edition in which such changes will be made as the lapse of time seems to make desirable. The committee welcomes constructive criticism and suggestions. Continuation of the committee and revision of the work are contemplated. The committee hopes that ultimately all horticultural hybrids and other horticultural varieties may be known by individual non-Latinized names, registered in connection with type specimens, illustrations and descriptions of each variety, and so far as possible free from duplication of variety names within the same genus, or even within closely related genera. The committee recommends, to this end, establishment of arboreta in the different geographical regions of the United States. In connection with the book just issued the committee may issue a nomenclature code.

Every horticultural organization in America is invited and urged to indorse and adopt Standardized Plant Names to the common end that all plant names in horticultural use in America may become stan-

dardized. The committee gives formal acknowledgment of the assistance of many collaborators. In future editions of Standardized Plant Names may appear standardized names of three large plant groups not included in this edition: Vegetables, flowering annuals and bulbous plants.

There should be a copy of the library edition of Standardized Plant Names in the office of every Nursery concern in the country and one or more flexibly bound, thin paper copies on hand for field use. Now that the laborious work of generous and conscientious committeemen has been made available to the horticulturists of America, the least the latter can do is to recognize this work by careful study and persistent use of these standardized names in every phase of their daily activities. The book is a guide for writers, teachers, gardeners and plant collectors as well as commercial horticulturists.

If this book was undertaken in the ordinary fashion and if it was possible to obtain the co-operation of the organizations and collaborators, it would certainly cost not less than \$10 per volume in an ordinary edition. Produced as it has been, without any other than the actually expended mechanical cost and without any hope of profit, it is sold at a price placed so that it will be largely useful in facilitating horticultural commerce. Its issue ought to be worth many thousands of dollars to the horticultural trades.

**Insecticides and Fungicides: Spraying and Dusting Equipment**—By O. G. Anderson and F. C. Roth, Purdue University. Cloth: pp. 337; 6 x 9; 70 figures. \$3.20 postpaid.

This is a laboratory manual with supplementary text material published by John Wiley & Sons. It is of great value to Nurserymen and growers. It answers readily the many questions continually arising as to composition of spraying material, apparatus, etc. A new treatment of the subject is offered to those engaged in the manufacture and distribution of spray and dust materials and machinery.

The relation and value of spraying, as compared with other control measures, is clearly shown. Many effective methods are briefly reviewed and classified. Special ingredients, methods and equipment are discussed, and reasons for a rise or decline in their usefulness are given. In the interest of the reader whose knowledge of chemistry is limited, the authors have presented the subject in simple form, using few technical terms.

It is furnished to readers by the American Fruits Publishing Co., Rochester, N. Y.

"Food for Plants" is the title of a book descriptive of nitrate of soda and its application to plants to stimulate growth. The twelfth edition of this interesting and decidedly practical book by Dr. William S. Myers, director, Chilean Nitrate Committee, formerly of the New Jersey State Agri. College, has just been issued. It gives seemingly every point of information that could be desired in regard to this important food for plants. It should be in the library of the fruit grower and Nurseryman. The book is profusely illustrated and is closely indexed for ready reference. It is published by Dr. Myers at 25 Madison Ave., New York City.

W. S. Clark, Orland, Cal., increased his local fig nursery five-fold this season. The number of salable trees now in stock is nearly 40,000. He is putting in 1,000,000 cuttings. For three years he has been unable to supply the demand.

Supt. F. N. Evans, of the Sacramento park system plans to plant shade trees on all residence streets to fill gaps and in sections where there has been no planting.

### Western Association

(Continued from page 8)

with Entomologists of the United States Relative to Crown-gall and Root Troubles, Henry B. Chase, Chase, Ala.

21. Question Box.

22. Reports of Committees.

23. Introduction of New President, and Vice-President.

24. Appointment of Program Committee for the coming year.



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### EVERGREENS

	10	100
500 Douglas Fir...tt 2-3 ft.	\$ 5.00	\$ 40.00
1800 Douglas Fir...tt 18-24 in.	3.50	30.00
500 Wh. Spruce...ttt 2-3 ft.	11.50	100.00
500 Wh. Spruce...ttt 18-24 in.	8.00	70.00
7500 Nor. Spruce...3 yr. 4-8 in.		3.25
500 Aus. Pine...ttt 3-4 ft.	17.50	150.00
300 Aus. Pine...ttt 3-4 ft.	13.00	110.00
500 Red Pine...ttt 4-5 ft.	6.00	50.00
100 White Pine...ttt 8-10 ft.	27.50	250.00
500 " " " " " " " " " " " "	17.50	150.00
500 " " " " " " " " " " " "	11.00	90.00
200 " " " " " " " " " " " "	13.50	120.00
500 " " " " " " " " " " " "	6.50	55.00
4500 " " " " " " " " " " " "	2.50	20.00
5000 " " " " " " " " " " " "	2.00	15.00
5000 Hemlock S. 3 yr. 9-12 in.		12.00
10000 " S. 3 yr. 6-9 in.		9.00
30000 Jap. Spurge, 3 yr. 6-8 in.		6.00

### DECIDUOUS TREES

4000 Silver Maple...t 2-3 ft.	5.00
6000 " " " " " " " " " " " "	3.50
500 Sugar Maple...ttt 10-12 ft.	12.00
500 " " " " " " " " " " " "	10.00
500 " " " " " " " " " " " "	8.00
2000 " " " " " " " " " " " "	6.00
2000 " " " " " " " " " " " "	5.00
200 White Ash...ttt 12-15 ft.	10.00
500 " " " " " " " " " " " "	8.50
1000 " " " " " " " " " " " "	6.50
500 " " " " " " " " " " " "	5.50
1000 " " " " " " " " " " " "	4.00
500 " " " " " " " " " " " "	3.50
4500 " " " " " " " " " " " "	4.50
3000 " " " " " " " " " " " "	4.00
300 American Basswood or Linden ttt about 2 1/2 in. cal.	8.00
100 Europ. Linden ttt 12-14 ft.	20.00

### DECIDUOUS SHRUBS

4000 Sweet Briar Rose S.... 12-18 in.	5.00
6000 " " " " " " " " " " " "	4.00
8000 " " " " " " " " " " " "	2.00
2000 Buckthorn S. 3 yr..... 1-2 ft.	15.00

\* S means seedling and the number of 's' indicates the number of times transplanted.

These prices are quoted for first-class stock only, and are for immediate order, Spring or Fall deliveries. If balling and burlapping is desired, an extra charge will be made, at the following rates: Up to 3 ft., 15c; 3 to 5 ft., 20c; over 5 ft., 30c. Packing is charged for at cost.

We will sell 500 or more trees of the same size and kind at the 1000 rate; between 50 and 500 at the 100 rate; less than 50 at the 10 rate.



### SEEDLINGS

MYROBOLAN SEED AND SEEDLINGS  
true strain from our own orchard.  
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Cash Nurseries, Sebastopol, Cal.

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By L. H. BAILEY

**H**ERE is the most exhaustive and up-to-date manual, covering all the most recent improvements in the care of nurseries and in the practice of plant propagation. The NURSERY-MANUAL deals minutely with every phase of this important branch of agriculture.

An important and valuable feature of the Nursery-Manual is the two-hundred page Nursery-List which constitutes almost one-half of the book. Here are found, in alphabetical arrangement, hundreds of plants listed by their common as well as the botanical names, with a description of the method of propagation to be followed in every instance. This list has been carefully brought up-to-date.

Another excellent feature of the Nursery-Manual is the large number of full page plates, line drawings and descriptive figures illustrating the methods employed in successful plant multiplication.

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Thoroughly Matured Seedlings

## Consider these Points Carefully

Washington Nursery Seedlings are clean, healthy and hardy.

Crown on new ground—never before in nursery stock.

Moisture under control. No fall rains to induce late growth.

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Dug and graded under the best of conditions.

Quality, grade and pack guaranteed.



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OWN  
ROOT

## TEPLITZ

FIELD  
GROWN

ALSO FULL ASSORTMENT

## Hybrid Teas and Hybrid Perpetuals

Try "DESERT CLIMATE ROSES" once. Night Letter sizes and quantities.

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ALLOW ME TO QUOTE YOU my prices on 50,000 one- and two-year apple, 20,000 peach, 20,000 McDonald Dewberry, for spring shipment, all leading varieties. Am just starting to make 500 Maple grafts, piece and whole root. Can save you money on same.

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Evergreens, Shrubs, Roses, Peonies, Iris, Gladiolus, California Privet, Amoor River Privet; all sizes; Berberis Thunbergi.  
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Everbearing and standard varieties. We grow 5,000,000 to 10,000,000 annually on new grounds. Raspberry plants and blackberry plants. 1,000,000 asparagus plants; best that is possible to grow. 100,000 Horseradish. Concord grape vines. Write for prices.  
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A Handbook of the Coniferous and Most Important Broad-Leaved Evergreens Planted for Ornament in the United States.

Edited by L. H. BAILEY

Valuable and Timely Book on a Subject of Wide Interest Among Nurserymen and Planters, Being a Compilation of Articles by Experts. In Four Parts and Eight Phases. With 48 Half-Tone Engravings and 97 Illustrations in the Text. Indexed. Large 8vo.; pp. 434; cloth.

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AMERICAN NURSERY  
TRADE BULLETIN

First Forms: - 8th each month

Last Forms: - 10th each month

# THIS PAGE PRESENTS American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Sixth Annual Meeting in Atlantic City, N. J., June, 1924. F. W. von Oven, Naperville, Ill., Secretary  
TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

## HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Rhothas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

**The D. HILL NURSERY Co., Inc.**  
Evergreen Specialists  
Largest Growers in America  
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## "How to Grow Roses"

14th Edition—Revised and Enlarged  
Practical, Up-to-Date, Complete.

By Robert Pyle  
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192 Pages—130 Instructive Illustrations  
16 Pages Showing Roses Natural Colors  
PRICE, \$1.50 POSTPAID

Write for Special Quantity Prices

**The Conard & Jones Co**  
Robert Pyle, Pres. West Grove, Pa.

## GRAPE VINES

My stock of grape vines this year will consist of both one and two year. The two year will all be from one year transplanted. The one year from cuttings planted in spring, 1922. Varieties principally Moore's Early and Concord. My one year vines will be graded strong as follows:

1-year XX—Equal to 2-year-1  
1-year-No.-1 1-year-No.-2  
1-year-No.-3

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**FAIRFIELD NURSERIES,** SALISBURY, MARYLAND.  
CHARLES M. PETERS, Proprietor.

Established 1866

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Growers of

**TREES, EVERGREENS  
SHRUBS, PERENNIALS, Etc.  
LINING OUT STOCK**

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**June Budded Peach  
Year old Apple  
Year old Pear  
California and Amoor River  
Hedge**

WRITE FOR PRICES

**Joe Shadow Nursery Co.**  
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Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin"

**Thus Covering the Trade**

## Place Order Early LINING OUT STOCK

Spring 1924

**ONARGA NURSERY CO.**  
Cultra Bros., Mgrs., Onarga, Ill.

## BOBBINK & ATKINS

Complete collection of Broad-leaved Evergreens, such as Japanese and American Holly, Rhododendrons Hybrids, Euonymus, Ilex glabra.

Complete collection of choice Evergreens, our own grafting. Azaleas mollis, Japanese varieties. Choice Herbaceous Plants, of the less common varieties. Hybrid Tea Roses, budded.

When in New York do not neglect to call on us—Ten miles from New York City.

**Rutherford, New Jersey**

## IT IS NONE TOO SOON

to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already. Have especially nice stocks of Nuts, Oaks, Oriental Plane, Climbing Roses, Wistaria, Weigelia, Grape Vines, etc., etc Wholesale Only.

**Atlantic Nursery Co., Inc.**  
BERLIN MARYLAND

## Co-operating With Nurserymen

County Hort. Com'r. Hunt, Watsonville, Cal.

The shipping season for Nursery stock, ornamental plants, bedding plants and other plant material is just beginning. It will continue through the winter and spring months and it will be my policy to enforce a strict quarantine and through inspection. All plant material, coming into Santa Cruz county from other counties, states or countries, is subject to inspection at the point of arrival. This procedure is governed by both state and federal legislation.

The two outstanding reasons why a thorough inspection must be made, are first, to protect our agricultural interests from further invasions of insect pests and plant diseases; and second, to protect the grower who has paid for clean and healthy stock.

I am asking the co-operation of all transportation agencies and growers in the enforcement of these regulations and will be glad to clear up any questions in the minds of those who are interested.

Plant material is often imported into the county in private automobiles and trucks. I very seldom have any check on this ma-

terial and must rely on the honesty of the individual who must report the same for immediate inspection.

Anyone violating section 2322f, of the State Political Code, (notification of arrival of Nursery stock), or the state quarantine law, will be subject to prosecution.

This office will give the best possible service, avoiding any unnecessary delay. In cases of emergency, telephone the horticultural commissioner's office, Watsonville 143, collect.

## Buckeye Nurseries for Satsuma

"You have a wonderful territory, wonderful possibilities, and I expect to see hundreds of thousands of boxes of citrus fruits being shipped from this section within the next ten years if the development which is very apparently under way now is given the proper impetus," declared Lindley Heimbürger, agricultural engineer and chemist of the Buckeye Nurseries of Tampa, who was in Pensacola.

Mr. Heimbürger had just completed a tour over West Florida and into Baldwin county, Alabama, where he investigated the citrus

industry. He attended the meeting at Round Lake when approximately \$50,000 worth of groves were sold.

The Buckeye Nurseries are the preclusive Nurseries in the world, are promoters of the noted Temple Terrace orange groves near Tampa, where 500,000 trees are now growing. They are preparing to help meet the demand for Satsuma stock. A 50-acre Nursery has been started.

"You should start now on your marketing organization," said Mr. Heimbürger, "for whatever success the Satsuma industry attains will be attributable in a large part to efficient distribution machinery. The growers of South Florida will experience less difficulty in distributing their crop this year than six or eight years ago, when the production was half what it is now."

"There can be no competition with the Satsuma," said the Nurseryman, "because it goes on the market at a time when no other citrus fruits are obtainable."

New Nursery enterprises include: Eight acres at Olmystia, Wash., Frank Trubshaw; Brent Hart, Madisonville, Ky.; Cherioa, Ill., Nurseries, 15 acres, Carl S. Vrooman, Bloomington, and Robert M. Dale, Normal; Gehr & Longmire, Owensmouth, Calif.



# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

## FOREST TREE SEEDLINGS and SHRUBS

We are growing and offer for sale for 1924 forest tree seedlings and shrubs, and lining out stock, such as *Betula Nigra*, *Catalpa Speciosa*, *Cornus Florida*, *Elm*, *Poplar*, *Locust*, *Walnut*.

### SHRUBS

*Altheas* in varieties, *Barberry Thunbergii* seedlings, *Calycanthus*, *Deutzias*, *Loniceras*, *California Privet*, *Amoor River North Privet*, *Amoor River South Privet*, *Spirea Van Houttii*. Write for quotations.

FOREST NURSERY CO. BOYD BROS. McMinnville, Tenn.

## EVERGREENS

SEEDLINGS and TRANSPLANTS  
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN.

## EVERGREENS

Seedlings—Transplants—Cuttings  
grown under glass

### MILLIONS OF THEM

Also a list of *Apple*, *Shade Trees*, *Hedgeplants*, *Shrubs*, *Vines*, and *Peony*

Send for our latest wholesale list.

SHERMAN NURSERY CO.

Charles City, Iowa.

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Strong 12-18 in. plants  
Heavily rooted, at 50c B. & B.

### SNYDER BLACKBERRY

No. 1 Plants at \$16.00 per 1000

New list of Ferns and Native  
Plants Now Ready

George D. Aiken, Putney, Vt.

Grown in Vermont, "ITS HARDY"

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FOREST NURSERY STOCK

CONTRACT FOREST PLANTING

Send for our catalogue

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200,000 California Privet

50,000 A. R. North Privet

100,000 Spirea Van Houttii

5,000 Althea Boule de Feu

6,000 Lombardy Poplar

Rosebank Nursery Co., Inc.

HUNTSVILLE, ALA.

## EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE  
of Choicest  
Hardy New England Grown  
Nursery Stock

Write for Price List Send your Want List



## Perennials Only

AND ENTIRELY WHOLESALE

Hammonton  
Hardy Plant Nursery

HAMMONTON  
NEW JERSEY

Catalogue mailed on request

## THIS SPACE

\$5.00 per Month, under Yearly Term  
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and

AMER. NUR. TRADE BULLETIN

COVERING THE TRADE

### Oklahoma's Memorial Trees

IS IT any wonder we choose a tree when we want to perpetuate the memory of some good, great man? Is it not the most beautiful monument we can erect to the noble lives of our brave men and women who stood the storms of a new and undeveloped country; who braved the dangers of even savage tribes to blaze the trail for future citizens to build a great civilization; and who planted the seed of a real republic and nurtured it into a great commonwealth for all the generations to come?

Our pioneers were just as unselfish in their lives as the trees, says Phoebe K. Warner in the Fort Worth, Tex., Star-Telegram. They, too, stood the storms of their day, grew stronger with every trial that came to them and lived to bear rich fruit for our heritage. We hope the day will come sometime in the coming centuries when every transcontinental highway will be a living, growing, memorial to the men and women who helped to make them possible.

On Nov. 25th, Oklahoma inaugurated this plan for her state. On that day, the State Board of Agriculture, the State Forestry Association, and the Forestry Department of the A. & M. College dedicated one mile of the beautiful Twenty-Third Street highway which begins under the shadow of the state

capitol at Oklahoma City, to the pioneer and later citizens of Oklahoma and the World War veterans, who have made Oklahoma history, by planting one mile of trees in honor of their work for Oklahoma. This dedication is one of the most unique occasions in the history of any state in the Union.

Oklahoma has just passed through a month's campaign in tree planting and home beautification launched by the State Board of Agriculture and the State Nurserymen's Association; and the dedication of a mile of trees in the heart of the capital city to the pioneers and present noted citizens is a fitting close to such a campaign. In planning this celebration, J. A. Whitehurst, president of the State Board of Agriculture, invited the women's clubs, the civic clubs of the state, other state organizations as well as individuals to help select those to be thus honored and asked that each name offered be accompanied by a short character sketch of the person named. The distribution of honors is one of the most interesting features of the whole plan and one that any state might copy with honor to itself. And why not get busy now and everybody have a historical highway and let it be one of the happy ways to teach us all history. Here is the plan:

Those for whom a tree is to be named are:

Five citizens connected with the early history of the Indian Territory.

Three Indian statesmen prior to statehood.

Five outstanding women, all periods, to be furnished by Federated Clubs.

Five outstanding educators in Oklahoma history.

Five road builders, all periods.

Three statesmen prior to statehood.

Five statesmen since statehood.

Five literary producers, all periods.

Five editors, outstanding contributors to development and progress of the State.

Five Americans who lost their lives in the late war.

Three pioneer ministers and missionaries in the early development of the territory.

Five citizens to be selected by the civic organizations.

Ten citizens including five "eighty-niners," to be selected from all walks of life.

Three Boy Scouts for outstanding or heroic achievements.

Two for scientific research.

Three ex-mayors of Oklahoma who were outstanding characters in city building.

Look that list over. Suppose your state were dedicating a mile of trees to like men and women. Whom would you select? It will do us all good to think about them if we never plant a tree to their memory. And thinking about them may inspire other states to go do likewise. Hats off to Oklahoma for giving honor to whom honor is due and to some of them before they passed over the river to their long rest.

# APPLE SEEDLINGS

We are now grading and making shipments. Refrigerator Service in all directions.

For results, try our thoroughly matured and frequently sprayed Apple Seedlings.

## APPLE GRAFTS

Made largely from Orchard Scions and selected hardy Apple Seedlings.

Order early, while our assortment of varieties is complete.

Write for Winter Wholesale Price List, just issued.

# SHENANDOAH NURSERIES

A. F. LAKE, Pres.

C. B. LAKE, Vice-Pres.

R. S. LAKE, Sec'y-T.

SHENANDOAH, IOWA

### AMERICAN ASSOCIATION

#### June Convention Plans

Committee on Arrangements has been very busy. Hotel has been selected. It is right along the ocean front. All the third floor will be devoted to our use. Accommodations, we think have never been equaled. 600 machines can be taken care of in garage connected with the hotel. Every room faces the ocean. No dirt, no dust. A clean collar will last an extra day. Meeting room seats 700. Large committee rooms and rooms for exhibits all on one floor.

When you get your 1924 calendars, mark off the convention dates and bring your wife or sweetheart. Atlantic City is an ideal place for a honeymoon, and if necessary the writer will furnish the license, jitney and minister free of charge. Single ones take a hint, especially some of the bachelors and widowers.

Watch the Booster for further details.

The open weather has been very favorable for the work on the three-mile bridge which Rockwell spoke of at Chicago.

WILLIAM F. MILLER, Chairman.

The Norwalk Nursery, Norwalk, Conn., is now Henry Wild's Nursery.

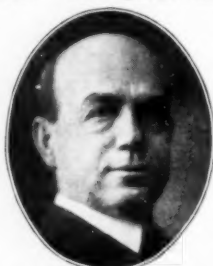
#### FINE ONE-YEAR APPLE

3-4 ft. and 4-5 ft., good assortment  
JUNE BUDDED PEACH, 18"-24" and  
2-3 ft. Attractive prices. Write for  
Trade List.

G. M. ALLISON NURSERY CO., INC.  
Smithville, Tenn.

#### Mr. Pitkin a Bank Officer

The Central Bank of Rochester, N. Y., at the regular monthly meeting Dec. 11th elected William Pitkin vice-president. He has been a director of the bank for more than a quarter of a century. Mr. Pitkin was born in Rochester. Throughout his business



WILLIAM PITKIN, Rochester, N. Y.  
Vice-President Central Bank

career he has been connected with Chase Brothers Company of which he is the president. He was chairman of the draft board during the war, and while keenly interested in politics, he has not held public office, though his grandfather was one of the pioneers and the tenth mayor of the city of Rochester.

Mr. Pitkin's is another instance of the recognition of merit and ability of Nurserymen by selection for responsible positions where a successful business career is the basis.

#### New England Nurserymen's Association

The annual convention of the New England Nurserymen's Association will be held Jan. 29-30 at the Hotel Bellevue, Boston, Mass.

DONALD D. WYMAN, Secy.

Remember the mid-month issue—The  
AMERICAN NURSERY TRADE BULLETIN. Forms close the 10th.

#### The Service That Counts

"Years ago when I was on the staff of a good old gardening weekly, one of the biggest Nurserymen in the country declined to give me an order for advertisements because the paper gave too much information regarding the folly of planting rhododendrons on lime-impregnated soils," says a writer in the Horticultural Trade Journal, (British). "My argument was that by teaching people to provide peat for rhododendrons or to plant other subjects in limy soils we enabled them to succeed instead of fail, and that success would encourage them to attempt greater things. At length he gave me an advertisement, and years after told me his output of rhododendrons was growing amazingly, and he believed it was because people had got to understand them better.

The Texas Nursery Co., Sherman, Tex., capital \$250,000 is advertised as the Southwest's largest Nursery. It is developing its latest acquisition of 80 acres.

### American Nut Journal

#### OFFICIAL JOURNAL

National Pecan Growers Association  
Northern Nut Growers Association

Nut Culture in all phases by experts.  
Complete Crop and Market Reports.  
Highly indorsed. \$2 per year. Sample  
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AMERICAN FRUITS PUBG. CO.

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### TYPEWRITERS

All makes slightly used machines, \$20 up.  
Free trial. Easy payments. Express prepaid. Guaranteed two years. Write today for price-list.

PAYNE COMPANY, Dept. 300  
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Parsons Wholesale Nurseries

Parsons, Kansas

Established 1870

HEADQUARTERS for Early Harvest  
B. B. root grown.SPECIALIZES IN  
AMOR RIVER NORTH PRIVET.  
BUNGEI CATALPA.BIOTAS. Best evergreens for the  
great southwest.SHADE TREES. Large stock, all  
sizes.ORNAMENTALS. Grown for land-  
scape work.

Correspondence solicited

**SCARFF'S Nursery**Headquarters for  
Small Fruit Plants  
and Lining Out Stock

Strawberries	Hardwood Cuttings
Raspberries	Iris
Dewberries	Mulberries
Blackberries	Sage
Elderberries	Horseradish
Currants	Asparagus
Gooseberries	Rhubarb
Grape Vines	Barberry Seedling
Privet	Althea Seedling
Spirea	Calycanthus Seedling
Hydrangea P. G.	Russian Olive Seed-
Layers	lings

Our list quotes lowest prices

W. N. Scarff &amp; Sons, New Carlisle, O.

**GRAPE VINES**

A Specialty

ALSO

CURRANTS, GOOSEBERRIES

Best Varieties. Well Rooted

WRITE FOR PRICE LIST

**T. S. HUBBARD CO.**

FREDONIA, N. Y.

If you missed getting your adv. in the  
current issue of American Nurseryman send  
your copy for the mid-month AMERICAN  
NURSERY TRADE BULLETIN.**THE F. E. SCHIFFERLI NURSERIES**

Established 1890

Fredonia, N. Y.

We offer Grape Vines, Currants,  
and Gooseberries in all varieties and  
grades for early spring shipment.  
Grown by SCHIFFERLI in "The  
Famous Chautauqua County Grape  
Belt."

Enough Said

Write for Prices

**S U R P L U S**

TWO YEAR APPLE

TWO YEAR BARBERRY

Write for Prices

1 yr. Baldwin R. I. Greening Whips

3-4 ft. at 20c

**Silver Hill Nursery**

Charles E. Kelley, Prop.

Newark, New York State

**FOR SALE**

Berberry Thunbergii, 2 and 3 yr.

Cal. Privet, all sizes.

Apple, good assortment, 2 and 3 yr.

Also Rose, Ampelopsis, Veitchii,

Peaches, Pear, Plum, Asparagus,

Strawberry, Currants and Ornamental

Stock.

Write for price and stock wanted.

**Rockfall Nursery Co.,**


ROCKFALL, CONN.

We Specialize Only

— IN —

**Carolina Peach  
Pits****J. VAN LINDLEY NURSERY CO.**

Pomona, N. C.

**BECOME A  
LANDSCAPE  
ARCHITECT**


Dignified, Exclusive  
Profession not overrun  
with competitors.  
Crowded with opportu-  
nity for money-making and  
big fees. \$5,000 to \$10,000 in-  
comes attained by experts. Easy  
to master under our correspondence methods.  
Diploma awarded. We assist students and grad-  
uates in getting started and developing their  
businesses. Established 1916. Write for infor-  
mation; it will open your eyes. Do it today.  
American Landscape School, 12-F Newark, New York

**Broadleaf and Coniferous  
EVERGREENS**English Laurel, Japanese Ligus-  
trum, Gardenias, Aucuba Ja-  
ponica, Biota, Retinosporus,  
Thuya.

Price list on request.

**Audubon Nursery**

H. VERZAAL, General Manager

Wilmington, N. C. P. O. Box 275

**RELIABLE PECAN TREES**We offer selected Pecan Trees, pro-  
duced by improved methods of care-  
ful bud selection which insure profit-  
able results for the planter. All stand-  
ard varieties. Make your reservations  
now. We grow other nursery stock,  
especially good budded and grafted  
Rose Bushes.

SUMMIT NURSERIES, Monticello, Florida

**PEACH SEED**We still have a limited amount of  
peach seed from crop 1922. Prompt  
shipment. Write for prices.

Valdesian Nurseries, Bostic, N.C.

**ROSEFIELD'S SUPERB PEONIES**Superb stock of extra select varie-  
ties. Send for illustrated descriptive  
wholesale catalogue.ROSEFIELD PEONY GARDENS, Reno Rosenfield, Owner  
77th St. & Bedford Ave., Omaha, Nebr.**TREE SEEDS**Send for catalog listing Tree, Shrub,  
Perennial and Evergreen Seed. Col-  
lected from all parts of the world.**CONYERS B. FLEU, JR.**

6628 Ross St., Germantown, Philadelphia

**EVERGREENS**

For Lining Out

Seedlings and transplants.

Write for our price list.

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## A Nurseryman Called In for Professional Advice

Because a park proposition anywhere is of interest to Nurserymen on account of the importance of Nursery stock in such a proposition, our readers will appreciate the honor accorded to a representative of the trade when Frederick W. Kelsey, of the F. W. Kelsey Nursery Co., New York City, was asked to speak before the mayor and board of estimate and apportionment of that city, December 7th, on the matter of the new west side subway extension to Washington Heights. The transit commission had proposed an open cut 100 feet in width on the west side and the full length of Central Park. Mr. Kelsey spoke in opposition to this great encroachment on the park. He has been deeply and actively interested in parks for many years and is a director of the Parks and Playgrounds Association of New York. He said:

As you indicated at the previous hearing, the consideration of the shift in the plans for the new Washington Heights subway to go under Central Park West, thence to Amsterdam Avenue and thus avoid any encroachment in Central Park is gratifying to all who are contending against the use and defacement of Central Park for this purpose.

We have but to recall that what Central Park especially needs at the present time is restoration, not destruction of any portion of this limited area. An appreciation of the decadence which has already occurred in Central Park compared with its former glories will make this statement convincing to everyone conversant with the past and present condition of the Park.

The design was effectually accomplished in the original planting of the borders of the Park in eliminating the sight of the brick and mortar construction outside of the Park when, during the 70's and 80's in driving or walking through the Park within close proximity of either Fifth Avenue, Central Park West or 59th Street, it was difficult to distinguish the outside lines of the Park from almost any point of view. Now, the modern skyscrapers on all sides of the Park have almost completely obliterated this design, so that every foot of space, especially on the sides of the Park, is of incomparable importance to be retained clear to the Park lines on each side. Even in accomplishing this, the Park at the present time is so narrowed between the East and West lines as to present more of a strip of land used for a park purposes than the great breadth of view which formerly obtained in the same area. The enticing effect of the Mall twenty or thirty years ago was in striking contrast to the present appearance from the loss of the beautiful trees on each side and the loss also of so many of the larger trees all through the Park, which were such attractive features before the uncongenial soil and other conditions unfavorable to the continued growth of the beautiful trees have wrought such havoc in the general appearance of the Park.

### Mr. Donaldson's Recovery

The many friends of J. F. Donaldson, Warsaw, Ky., will be glad to learn that he has fully recovered from the effects of a nervous breakdown early in May, the report of the seriousness of which at the A. A. N. Convention caused anxiety. Mr. Donaldson sold the Willadean Nurseries, Sparta, Ky., to the Berryhill Nursery Company three years ago and is not now connected with any Nursery. He retains a lively interest in trade affairs, however, and says:

"As it was reported at the convention last June that I was sick and could not get well, so many of my friends have thought me dead, I wish to announce that I am a pretty lively corpse though not connected with any Nursery just now. As I have been connected with growing Nursery stock for over 30 years, I wish to keep

posted in all things pertaining thereto. Would like my name put on all mailing lists and get all catalogues, etc., addressed to Warsaw, Ky. Wish all my friends and acquaintances a Merry Christmas and a prosperous New Year."

### The Failure of L. J. Farmer

Avery S. Wright, referee in the matter of Lawrence J. Farmer, bankrupt, Pulaski, N. Y., has announced the disposition at private sale, upon the petition of Charles S. Miller, trustee, to Katherine J. Laing, for \$500 of five parcels of land aggregating 94 acres, subject to heavy incumbrances; also to Katherine J. Laing for \$2,550 certain personal property subject to heavy incumbrances.

Stock in trade as nurseryman, consisting of berry crates and baskets, berry plants, ornamental trees, shrubs, fruit trees, perennial plants and vines, seeds, bulbs, tubers, and other Nursery stock and supplies, all on said real estate and in buildings thereon in the town of Richland, Oswego county, State of New York, hereinbefore particularly described.

Also certain other personal property consisting of cows and horses, mules, automobile, tractor, farm tools and machinery, office furniture and equipment, together with accounts receivable notes, Liberty Loan bonds and life insurance policies and other personal property, all of which are particularly set forth in the schedules herein.

That a portion of said property particularly described as follows: 11 cows, 2 head young stock, 1 mare, 2 mules, 1 bay colt, about 50,000 items of Nursery stock consisting of berry plants, grape vines, fruit trees, rose bushes, ornamental trees and shrubs, 1 seven-passenger Buick automobile, 1 Fordson tractor, 1 McCormick horse-rake, 1 Deering mowing machine, 1 McCormick reaper, 1 Daisy spreader, 1 set traction plows, 2 walking plows, 4 Planet Junior cultivators, 1 large safe, 1 Burrow's adding machine, 1 Smith No. 2 typewriter, 1 Smith-Premier No. 4 typewriter, 8,000 copies "Farmer on Strawberry", Classified Mailing List on cards, consisting of 100,000 names or more, 300 berry crates and about 50,000 berry baskets, is covered by a chattel mortgage in the Pulaski National Bank, Pulaski, N. Y., as collateral security for the payment of a promissory note of \$3,000, and the renewal or renewals thereof, and that there is now unpaid upon said note, at the date of the adjudication of said bankrupt, the sum of \$1,520.32.

That the said Liberty Bonds are also assigned to the said Pulaski National Bank to secure the payment of \$1,013.14 said bonds having a par value of \$900, and the said life insurance policies are duly assigned as collateral to notes and accounts as set forth in the schedules herein for their face surrender value.

War conditions seriously affected Mr. Farmer's business, he says. He had a hard time all through the conflict with high-priced inefficient help, but in 1919 he had a good business and then prepared for a large business in 1920. He believes he would have had it if he had not been held up by late delivery of his catalogues. He had engaged 125,000 copies for early February. Only 4,000 copies were delivered by April 1st to 15th. These were mailed in New York State. The rest of the country he did not mail to. He was set back to the amount of more than \$20,000 that year. Mortgages were given generally and finally a chattel mortgage last fall. Mr. Farmer has long been in the Nursery business and is well known in the trade. He hopes by starting all over as an employee, to recover some of his losses.

Fruit trees in blossom in New Jersey and other states, roses blooming at Ithaca, N. Y., and a cluster of apple blossoms among the autumn foliage at Bergen, N. Y., were features of the open winter in early December 1923.

## TRANSPORTATION

Loading of revenue freight for the week ended December 1, 1923 totaled 835,296 cars, according to the American Railway Association. This was a decrease of 154,921 cars under the preceding week, due in part to observance of Thanksgiving Day. This also was, for the first time since early in the year, a decrease under the corresponding week in 1922 of 5,116 cars.

The decrease in loading compared with previous weeks last year was partly due to the customary seasonal decline in the demand for transportation, and partly to the fact that considerable traffic was moved earlier last year than usual as a result of the campaign inaugurated last spring by the railroads to stimulate early shipments of certain commodities. This was demonstrated by the fact that for thirty-eight weeks, extending from March 10 to November 24, an average of one million cars were loaded with revenue freight weekly.

The railroads of the United States during the first ten months handled the greatest freight traffic in their history, according to reports of the carriers on file with the Bureau of Railway Economics.

The traffic for that period amounted to 386,027,840,000 net ton miles, an increase of 2 2/5 per cent. over the corresponding period in 1920, which marked the previous high record and which amounted to 377,025,000,000.

Compared with the first ten months of 1922, the total for the same period in 1923 was an increase of 84,495,586,000, or 28 per cent. In making this comparison, however, consideration must be given to the fact that freight traffic in 1922 was affected by the strikes of both the miners, which began on April 1, and that of the railway shippers, which began July 1, both continuing until fall.

In the Eastern District, freight traffic during the first ten months last year was an increase of approximately 35 per cent. over the corresponding period in 1922.

In the Southern District an increase of nearly 25 per cent. was reported.

In the Western District an increase of nearly 20 per cent.

A special committee on governmental relations to railroad transportation, appointed by the President of the Chamber of Commerce of the United States, has made recommendations following its detailed studies. It says that in the next ten years the railroads will have spent \$7,870,000,000 in capital improvements in order to meet the demands for transportation. "To provide for the necessary improvement and expansion of the railroad system of the United States," the committee says, is the most important phase of governmental relations with the railroads.

The number of surplus freight cars continues to increase with the seasonal decline in the demand for transportation. On November 30 the railroads of the United States had 153,057 surplus freight cars, an increase of 41,260 over the number on November 22. The actual reported car shortage on November 30 was only 1,336, a decrease of 530 within approximately a week. Of the total number of surplus freight cars, box cars represented 53,962, an increase of 10,317 within approximately a week.

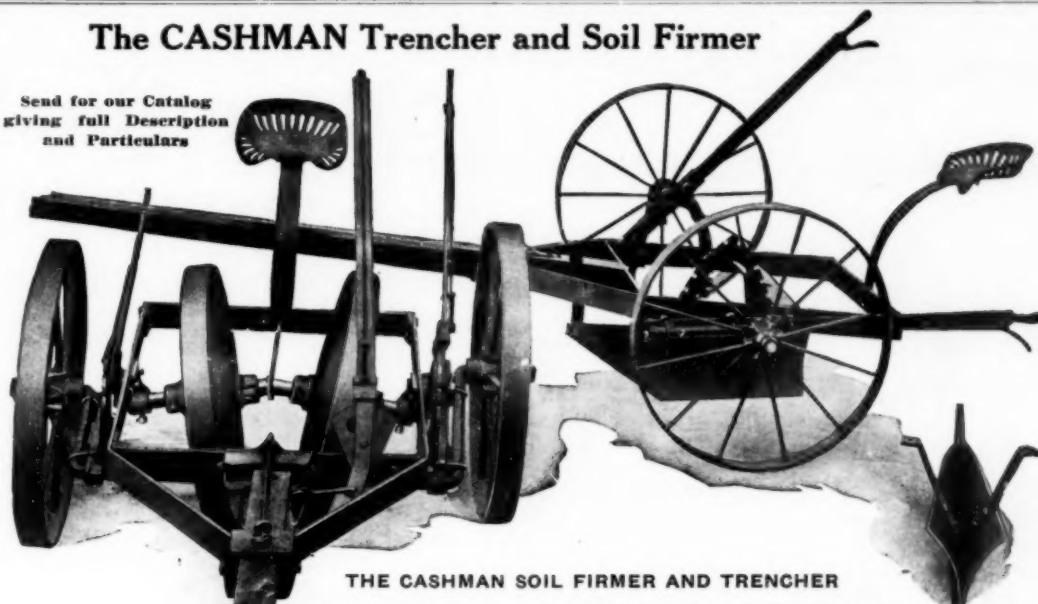
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H. Longshore, Collinsville, Ala., Nursery, and his brother, F. J. Longshore, who operates a Nursery on Lookout Mountain, Chattanooga, Tenn., sold and delivered Nursery stock to the value of \$25,500 last fall.



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